



and PROWIN
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Invites you to grow your business and professional skills



Track 1 is designed for professionals who want to learn more about strategic direction in the business world and want to grow their skills—microentrepreneurs with home-based businesses, part-time businesses, and informal businesses.

Track 2 is designed for consolidated entrepreneurs with wide experience in business and small businesses.

All seminars will be offered on Thursdays from 3:30 –5:30 p.m. at the KSU Center, see room numbers below. Format: panel of experts and Q&A's from participants
Fee: \$20 for CMC or proWIN clients and \$50 for non-members

Save Money on Your Business Taxes. February 16, 2006, classroom # 402.

Track 1: Learn about deductible business expenses on your personal tax returns, how to hire and supervise your accountant, how to build an advisory group at low cost.

Track 2: Strategies to avoid abusive tax shelter promoters and investors, IRS e-file, how to choose approved business providers, prepare for an audit, employment, state and gift taxes, business exit strategies, and the Sarbanes-Oxley Act.

Raising Capital for Your Business. May 11, 2006, classroom # 401.

Track 1: How to apply for a micro loan (up to \$35,000), bootstrapping, non-traditional sources of funding, reality check about angel investors and federal grants, outline of plan of action.

Track 2: Financial sources for commercial loans over \$35,000, non-traditional sources of funding, and guaranteed grants from the SBA.

Minority Certification: Doing Business with the Government and Large Corporations. August 10, 2006, classroom # 402.

Women and Minorities have great opportunities to impact the market place. Learn strategies to pursue business certifications and procurement opportunities, subcontracting, creating capacity, building a network and finding mentors, choosing the right certification, and how to market and choose the best e-procurement opportunities.

Negotiating Your Way to Success. November, 16 2006, classroom # 402.

Time management, cutting the deal, how to negotiate with difficult clients, increase your sales effectiveness, choose the right suppliers, and build economies of scale.

Location for all seminars:

KSU Center
3333 Busbee Dr. - Room 300
Kennesaw, Georgia
We are not located on the KSU Campus.

Register now:

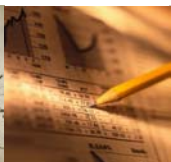
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persons with disabilities will be made if requested at least two weeks in advance. Any opinions, findings, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.